



# Missouri Enterprise

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DEPARTMENT OF ECONOMIC DEVELOPMENT

## New leadership brings fresh vision for Missouri's economic course

Creating jobs, improving Missouri's business climate, empowering communities and enhancing the skills of Missouri's workforce are among the top priorities of the Missouri Department of Economic Development's new director Greg Steinhoff.

A self-made businessman hailing from Columbia, Steinhoff was appointed as director of the Missouri Department of Economic Development by Gov. Matt Blunt on January 18 and confirmed by the Senate on January 27.

The governor chose him, believing Steinhoff has the right kind of experience to meet his administration's goal of creating good family-supporting jobs in all areas of Missouri.

"Greg Steinhoff has a keen understanding and appreciation of the challenges facing employers and entrepreneurs. I know that Greg will be an effective manager of the Department of Economic Development and an outstanding emissary to business leaders who are interested

in relocating to, or expanding their businesses in Missouri," Blunt said.

Steinhoff comes to the helm of the state's leading economic development agency with more than 20 years experience as a small business owner, giving him first-hand knowledge of the challenges facing Missouri businesses. He also has a wealth of experience working with economic development organizations. Furthermore, his active involvement in his community and the region will bring a fresh perspective to state government and the Department as he leads Missouri in a new direction.

As director, he is committed to working with community and business leaders around the state to build the kind of entrepreneurial business climate that will keep current businesses strong and also stimulate new business growth and job creation.

Steinhoff envisions taking the department to the communities as one of his primary goals. He sees

the department in a supporting role, assisting local and regional people to succeed while empowering them to do great things in their own communities.

Steinhoff holds bachelor degrees from both the University of Missouri-Kansas City School of Pharmacy and Westminster College in Fulton.

Prior to his appointment, he served as vice president for Franchise Relations of Option Care, Inc., a national company that offers specialty pharmaceutical products and services in 32 different states. He has also helped run the family pharmacy.

Steinhoff is well known for his involvement in local community activities, including service as treasurer for the Board of Trustees of Boone Hospital Center; a board member of the Regional Economic Development, Inc., Missouri Innovation Center, and Rainbow House; and co-chair of the committee that planned the Columbia Activity and Recreation



Center.

As a result of his civic leadership, the Columbia Chamber of Commerce recognized Steinhoff with its 2004 Outstanding Citizen Award. Among his many other honors are the Sam Walton Award as Business Leader of the Year, the Businessman of the Year Award from the Columbia Business Times, and the Humanitarian of the Year Award from the Arthritis Foundation.

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## Missouri export growth ranks 7<sup>th</sup> in the nation

Missouri's export sales rose by a record 24 percent or \$1.763 billion in 2004 compared to the year-end total for 2003 placing the state seventh overall among U.S. states last year, the Missouri Department of Economic Development reported.

"The substantial growth of exports demonstrates that Missouri businesses understand what it takes to be competitive in the global economy," Gov. Matt Blunt said. "Over the past few decades, the state has taken an active role in helping Missouri businesses market their goods and services abroad. My administration will also strive to develop new strategies designed to build upon Missouri's strengths in the global economy."

Missouri exports totaled nearly \$9 billion (\$8.997 billion) in 2004 compared to \$7.234 billion in 2003. The increase in exports was fueled by particularly high growth rates in minerals and ores (up \$40 million or 182 percent), agricultural products (up \$93 million or 87 percent), textiles and fabrics (up \$11 million or 51 percent), transportation equipment (up more than \$755 million or 34.5 percent) *continued on page 2*

## Missouri export growth continued

and chemicals (up more than \$454 million or 30 percent).

In fact, 20 of the 32 largest industries that export goods from Missouri had better than 20 percent growth compared to 2003.

Missouri's growth rate in exports was surpassed by only six other states, including Montana (56 percent), Nevada (43 percent), Idaho (39 percent), West Virginia (37 percent), Tennessee (28 percent) and Vermont (25 percent). Only one of those states, Tennessee had a higher dollar increase, which was \$3.5 billion.

Canada continues to be the largest buyer of Missouri goods by far, purchasing nearly \$4 billion of Missouri products. Sales to Canada increased 28.6 percent from 2003. Mexico remained Missouri's number two trading partner with more than \$946 million in sales - a 26 percent increase. Rounding out the remaining top five trading partners were Japan (\$434 million, up 3.4 percent increase); China (\$366 million, up 40.7 percent); and the United Kingdom (\$344 million, up 16.7 percent).

Export business was registered for the first time in 2004 between Missouri and the countries of Cambodia, Mauritania, Anguilla, Togo, Western Samoa, the Maldives Islands, Christmas Island, Turkmenistan and the Falkland Islands.

Export data was compiled from the World Institute for Strategic Economic Research (WISER) Trade database located at Holyoke Community College in Holyoke, Mass.



## A new year, a new look for DED

The Department of Economic Development started the new year by implementing a Web site that more appropriately represents the services and products that the department offers.

The new concept introduces a portal approach that allows the various business units to showcase their offerings and allows them to highlight their particular products and services.

This new approach will offer our constituents a more responsive and effective web site, providing easier, more complete access to information about the department.

Just a reminder, some parts of this site are still under construction. For example, the department has developed a new logo which will soon become one of the most recent changes on the website.

*(see below)*

**MISSOURI**  
DEPARTMENT OF ECONOMIC DEVELOPMENT

Check us out at  
[www.ded.mo.gov](http://www.ded.mo.gov)

## Missouri PMI tops region in January

Missouri's Purchasing Managers Index topped the nine state Mid-America Region and outpaced the nation's rate by more than nine points in January, providing continued evidence of strength in the state's manufacturing sector and overall economic condition. January's score of 65.6 is considerably higher than the national average of 56.4 and the regional average of 60.7.

Missouri's strong overall score was the result of high scores in production (74.6), new orders (69.0), inventories (62.9) and employment (61.6).

The state's PMI score has now been above the important 50-mark for three consecutive years and has been above 60 for the past year. A score of 50 generally indicates an expansionary economy, while a score below 50 forecasts a sluggish economy for the next three to six months.

State scores in the Mid-America Region for January were: Missouri 65.6, South Dakota 62.5, Minnesota 61.5, Nebraska 58.8, North Dakota 55.8, Arkansas 54.9, Kansas 54.3, Iowa 53.6 and Oklahoma 50.0.

## CALENDAR

April 20-21	Invest Midwest <i>Kansas City</i>
May 9	Truman Birthday observed <i>(State Offices Closed)</i>
May 30	Memorial Day <i>(State Offices Closed)</i>
June 1-3	Business Development Conference - <i>Lake Ozark</i>
June 7-8	Community Development Conference - <i>Jefferson City</i>
June 19-22	BIO 2005 - <i>Philadelphia</i>





## Gov. Matt Blunt Presents

# 2005 Missouri Arts Awards

Gov. Matt Blunt presented awards to some of Missouri's most dedicated individuals and organizations at the 2005 Missouri Arts Awards ceremony held February 9 in the Capitol Rotunda.

As Blunt spoke, the audience let out a resounding cheer when he stated that his proposed budget contains a \$3.6 million allocation from the state's Non-Resident Athletes and Entertainers Tax to the Missouri Arts Council Trust Fund. This is a tax the state has been collecting but has not properly distributed for the past three years. Blunt said supporting the arts is a wise move for the state both culturally and economically.

In addition to the governor, MAC Chair Betty Wilson and Garry Taylor, acting deputy director of the Department of Economic Development, spoke at the ceremony.

The Missouri Arts Council, a division of the Department of Economic Development, sponsors the annual awards program, which honors and recognizes those who have made enduring contributions to the state's cultural environment. Honorees are selected based on the impact their efforts and/or body of work have had on their community, region and state.

The 2005 Missouri Arts Award recipients are:

**Susan Cole of Jefferson City, Arts Education.** She was instrumental in establishing the Missouri Fine Arts Academy, which has been held annually at Southwest Missouri State University for the past nine years. She is Coordinator of State Programs at the Missouri Department of Elementary and Secondary Education.



**St. Louis Volunteer Lawyers and Accountants for the Arts, Arts Organization.** This group is responsible for providing over \$75,000 in pro bono legal and accounting services each year through 300 volunteer lawyers and accountants. Among their services are a resource library, workshops, and mediation.

**Gladys Coggsell of Frankford, Individual Artist.** She has been designated a Master Folk Artist in the area of storytelling numerous times by her peers through the Missouri Traditional Arts Apprenticeship Program. She is founder of By Word of Mouth Storytelling Guild and the Midwest Inspirational Storytellers.

**Jill A. McGuire of St. Louis, Leadership in the Arts.** She is executive director of the region's largest annual provider of funds for the arts, the Regional Arts Commission. A founding board member of Arts for America, McGuire has been a long-time advocate for greater public support for the arts.

**Whitaker Foundation of St. Louis, Philanthropy.** This is one of few local, private foundations that consistently support the arts. The Whitaker Foundation supports both large and small organizations, and provides essential funding for midsize groups to upgrade programming.



◀ **Gov. Warren and Mrs. Betty Hearnese, Ruby MAC.** This special award was presented to the former Governor and his wife for helping create the Missouri Arts Council 40 years ago.

## MISSOURI-MADE MOVIE PREMIERES ON THE SCI-FI CHANNEL

The made-for-TV science fiction thriller "Larva," starring Rachel Hunter, premiered nationally on January 22 on the Sci-Fi Channel. The movie was filmed on location in and around Springfield in November and December 2003.

Springfield stands in for the fictional Host, Mo., where some hungry parasites start working their way up the food chain. A number of animatronic larvae were created for the film, which took about four weeks to shoot. Springfield was chosen as the film location partly because one of the producers, Ted Melfi, was originally from there.



The "company picnic" scene was shot at an upscale ranch near Ozark. Many local crew and extras played a role in making the Sci-Fi thriller "Larva" happen in and around Springfield. (Photo courtesy of Missouri Film Commission)

The Missouri Film Commission, in the Department of Economic Development, worked with Melfi to bring the production to Missouri. Beginning several months before shooting began, commission staff helped find crew, equipment, locations and other resources for the production.

The script required quite a few locations, including a jail, a large farm, a hospital and a sewer system. The jail set was actually built from scratch by Richard Pille, a master set construction carpenter in Springfield.

St John's Medical Center in Springfield provided almost an entire floor and a morgue for the shoot, as well as a number of props. The city of Springfield offered use of a drainage system for underground scenes. Melfi said the level of cooperation was "outstanding."

A number of locals worked on the film, both in front of and behind the camera. Nicolas Coleman, an actor from nearby Nixa, played Patrick who was attacked by a parasite.

Many of the crew were from the area. The actors and crew from Los Angeles and elsewhere stayed in Springfield hotels. That helped boost the economic impact of the film to nearly \$2 million, according to the film commission.



## Beasley resigns post at DWD

Rick Beasley resigned as director of the Division of Workforce Development on February 28 to take another position in the workforce development arena.

Beasley first began working for the division in 1999, serving as staff director of the Missouri Training and Employment Council and as the One Stop Career Center coordinator. He became the division director

in July 2002.

As director, Beasley enjoyed undertaking fresh ideas and initiatives and exploring new directions. Under his leadership the division created, developed and implemented a number of successful programs, including the DWD Career Ladder, Workforce Development Professional Certification, Workforce System Balance Scorecard, WorkKeys Credentials and the Career Pathway Initiative.

He also oversaw the development and implementation of GreatHires.org, the state's comprehensive online job-matching system; the compilation of the first ever State of the Workforce Report; and further reorganize and consolidated workforce development functions such as the Parent's Fair Share Program.

Beasley assumes his new position as Assistant to the President for Equity Issues and Diversity at Southeast Missouri State University on March 1.

## DED Helps Fund Job Training, Employment Project for Columbia Youth

The Department of Economic Development's Division of Workforce Development, through a contract with the Central Region Workforce Investment Board, will provide a \$143,213 grant to fund employment and training opportunities for low-income youth in Columbia. The Central Region provides services to youth throughout the Central Missouri area under the Workforce Investment Act.

The Central Region will collaborate with the City of Columbia Central Awareness and Related Experience (C.A.R.E.) and the Central Missouri Counties' Human Development Corporation (CMCHDC) to combat high youth unemployment. The objective of this project is to provide year-round job training and employment opportunities to 40 in-school and 10 out-of-school youth in Columbia between the ages of 14-21.

The primary goal of this project is to provide much needed support to youth that live in areas where unemployment rates are excessively high. Services will include outreach and recruitment, participant eligibility, objective assessment, workplace readiness training, academic support and enrichment, work experience, case management, supportive services, and follow-up activities.

## State helps fund SE Missouri Entrepreneurial Development Initiative

The Missouri Department of Economic Development and its Division of Workforce Development awarded a \$400,000 federally funded grant to the Southeast Missouri State University Innovation Center for its Entrepreneurial Development Initiative.

This award will fund the not-for-profit corporation's Southeast Missouri Entrepreneurial Development Initiative, a project that will assist citizens in 19 counties of the Southeast Region with starting new small businesses and creating jobs. A strong focus will be placed on assisting Workforce Investment Act (WIA) and Career Assistance Program (CAP) participants successfully transition to self-sufficiency.

The initiative will also provide business management/entrepreneurial training using curricula targeting individuals interested in starting business ventures and assisting existing businesses enhance their business management skills. In addition, technical support and training, business management counseling, internships, graduate assistantships, faculty and student resources and business incubator space will be available.

The training component will utilize Southeast Missouri State University's main campus in Cape Girardeau and the four Higher Education Centers in Perryville, Sikeston, Malden and Kennett. Additionally, the University of Missouri Extension Telecommunication Community Resource Centers in Portageville, Poplar Bluff and Park Hills will be utilized to make the training convenient to participants.

The initiative will work in collaboration with Division of Workforce Development, Missouri Career Centers, Southeast Missouri Workforce Investment Board, Southeast Innovation Center, the Center for Entrepreneurial Studies and Harrison College of Business.

## State approves over \$15 million for housing projects

The Missouri Department of Economic Development awarded more than \$15 million in Neighborhood Preservation Act tax credits in January to help offset costs associated with housing rehabilitation or new construction in many of Missouri's disadvantaged communities.

The program authorizes state tax credits to homeowners or developers to help offset expenses incurred through housing rehabilitation or new construction. Applicants who participate in the program agree to expend their funds to rehabilitate existing housing or construct new housing that is approved under the program. After the construction or rehabilitation is complete, DED will award tax credits that have the effect of partially reimbursing those who invested their private funds.

The department received more than 1,500 applications requesting more than \$98 million in tax credits through the program. The demand for these credits far exceeded the availability; the maximum credits available for the program is \$16 million per year. This year, tax credits will be issued for 276 housing units within 111 new construction projects as well as the rehabilitation of 141 housing units in 83 projects across Missouri.

More than 135 housing projects were awarded tax credits in the St. Louis region, including St. Louis County and the cities of Ferguson, Florissant, Jennings, Kirkwood, Maplewood, Richmond Heights, St. Charles, and St. Louis. The Kansas City region received assistance with more than 41 housing projects, including ones in the cities of Independence, Kansas City and Lee's Summit. The resources will also help offset housing projects in the cities of Grant City, Kearney, Lamar, Park Hills and St. Joseph.

Projects may qualify for a tax credit of 15, 25 or 35 percent of eligible expenditures, depending on whether the project is located in a "qualifying" (median household income is less than 70 percent of the region) or "eligible" (median household income is between 70 percent and 89 percent of the region) area and if it is a housing rehabilitation or new construction. State income tax credits may be used to offset Missouri income tax liability.





# CDC grant applications are available now

Community Development Corporations seeking state funding to aid low to moderate-income persons through housing development, job creation or commercial revitalization projects can make application to the Missouri Department of Economic Development as of March 1.

Applications for the fiscal year 2006 Community Development Corporation Grant Program can be obtained by calling 573-522-4938; sending an e-mail request to [cdc@ded.mo.gov](mailto:cdc@ded.mo.gov); or printing a form off of the department's Web site at [www.ded.mo.gov/cd/cdc\\_grantprogram](http://www.ded.mo.gov/cd/cdc_grantprogram). They are due by Friday, April 22.

Grants through this program provide funds to CDCs that administer innovative and creative projects aimed at helping underserved and hard to reach persons in a community. The state funds can be used to implement a specific housing, human service or economic development project within the CDC's jurisdiction.

The Department of Economic Development will hold a training session, free of charge, to assist applicants in completing a CDC grant application. The session will be held from 10 a.m. to 12 p.m. Friday, April 1, at the Harry S Truman Building, Room 510, at 301 West High Street in Jefferson City. Registration for the training session is not required, but seating is limited.

For more information about the CDC grant application process, contact Nicoll Clarkston at 573-522-4938. To reserve a seat at the training session in April, contact Clarkston by Friday, March 18.



## Mark your calendar for these upcoming DED conferences



## Governor's Business Development Conference

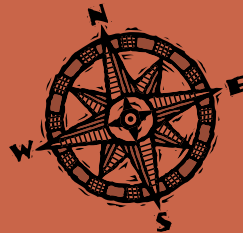
This year's keynote speaker is: *Herb Cohen*

Herb Cohen's analysis, insights and humorous view of many of these high-level happenings have appeared in many international publications, and he himself has been the subject of articles in numerous publications such as *TIME* magazine, *PEOPLE*, the *ECONOMIST*, *THE NEW YORKER*, *NEWSWEEK*, *FORTUNE*, *SMALL BUSINESS*, and *ROLLING STONE* magazines. In these writings he has been called the "World's Best Negotiator" and referred to as "America's foremost convention speaker, presenting serious subjects with such humor and dramatic flair that they become pure entertainment".



**June 1-3**  
**Lake Ozark**  
**Lodge of Four Seasons**

## COMMUNITY DEVELOPMENT CONFERENCE



Discovering Community Development:  
The Core of Economic Development



Keynote Speaker: Rebecca Ryan

A child of austere, German-Lutheran WWII-generation parents, Rebecca Ryan has been speaking competitively since the sixth grade, and getting in trouble for talking long before then. Ryan's entrepreneurial spirit was imbedded by parents who supplemented their income by making and selling everything from cookbooks to cabinets. Years later, Rebecca's twin passions for business and speaking have manifested in Next Generation Consulting, a research and consulting firm she started on April Fools Day 1998. (No fooling.) Professionally and personally, Rebecca seeks challenges, especially when they make a difference in the lives of women and children. Rebecca received two bachelor degrees - Economics and International Affairs - with honors from Drake University (Des Moines, IA.) There, Ryan established herself as a winning orator and debater and a member of Drake's long-standing national champion mock trial team.

As President of Next Generation Consulting, Inc., Rebecca works with organizations including CBS, *Naturalizer*, Nashville and other leading companies and cities to attract and retain talent. Rebecca is co-author of *The Productivity Path* and author of over 200 articles. Rebecca has been quoted in the *Wall Street Journal*, the *Chicago Tribune*, *New York Times*, *Entrepreneur Magazine*, and on Fox and NBC. Rebecca was a finalist for the *Fast Company Magazine* Fast 50 Award and was named a 2003 Woman of Influence by the *Milwaukee Business Journal* and *USASBE's* 2004 Entrepreneur of the Year. Alverno College, Spirit of Milwaukee, core coalition, Madison Chamber of Commerce and Young Professionals of Milwaukee count Rebecca as a trustee, board member, and/or advisor.

Sponsored by:

The Missouri Department of Economic Development  
Community Development Division

**June 8-9**

Ramada Inn  
Jefferson City, MO



# NEWS BRIEFS

## Lawson receives state grant for downtown improvements

The community of Lawson has been awarded a state grant that will enable infrastructure improvements to be made in its downtown business district.

The Missouri Department of Economic Development awarded a \$269,300 downtown revitalization grant through the Community Development Block Grant program to Lawson, located in Ray County. The improvements are targeted for Pennsylvania Avenue between 6th Street and 3rd Street.

Many of the buildings, sidewalks, curbs and gutters in downtown Lawson are in need of rehabilitation. These repairs are needed to improve safety, economic vitality and aesthetics of the area.

Proposed improvements include exterior painting, signage, window and door replacements, street lights, benches, parking lots, and interior renovations. Sidewalks and curbs will be replaced, with handicap accessible ramps added. Underground utility lines, street and storm drainage improvements, and the removal of an obsolete water tank will complete the project.

## State grant secures hospital development in Sweet Springs

The Missouri Department of Economic Development approved a \$250,000 innovative grant through the Community Development Block Grant Program for the city of Sweet Springs. The grant, along with local funds, will finance the road, sewer and water improvements necessary to accommodate a new not-for-profit healthcare facility.

The new facility will serve the healthcare needs of area residents, creating more than \$7 million investment and at least

46 new jobs.

The infrastructure portion of this project will involve the connection of the new facility to the city's public water and sewer systems. In addition, a road will be constructed that extends north of the current Interstate 70 service road, connecting it to the facility. The hospital is expected to be complete late this fall.

## Bankers Lofts project in St. Louis receives state tax credits

State tax credits will help with ongoing revitalization efforts along the Washington Avenue Loft District in downtown St. Louis.

The Department of Economic Development approved up to \$1,685,283 in state tax credits through the Brownfield Redevelopment Program to help offset costs for cleaning up hazardous contaminants at the former Bank of St. Louis Building at 901 Washington Ave. and the Curlee Building at 1001 Washington Ave. Currently the sites are contaminated by asbestos.

The Bankers Lofts project will be developed by Bankers Lofts, LLC. It is expected to bring new retail and professional office space, creating more than 200 new jobs with the redevelopment of two turn-of-the 20th century buildings.

Once remediation takes place, the buildings will be redeveloped into retail, restaurant and professional office space, as well as lofts on the upper floors. A parking garage operation and a property management company are also expected to be tenants.

## State tax credits to help restore former Pet Building

State tax credits have been issued to help offset costs to redevelop the former Pet Building in downtown St. Louis. This

project will create more than 50 new jobs, add up to 100 housing units, and provide for several public infrastructure improvements along South 4th Street.

The Department of Economic Development approved up to \$752,000 in state tax credits through the Brownfield Redevelopment Program for the project. The tax credits will help offset costs involved in the cleanup of hazardous contaminants at the former Pet Building, which is located at 400 South 4th Street.

The site, which has been abandoned since early 2002, is currently contaminated by lead-based paint and asbestos. Those substances will be removed so that the building can be redeveloped into a mixed-use space including retail, restaurant, office and residential units.

The building will be developed by BBA Acquisition Company/Balke Brown Associates, Inc. Public infrastructure improvements will also be provided as a part of this project, such as utility relocation; construction of new curbs, sidewalks and gutters; and landscaping.

## Missouri leads efforts to implement online emergency response registry

The Missouri State Board of Nursing is leading a national effort to create and implement state-based, online systems of qualified, licensed professionals who are willing to volunteer in the event of a disaster or other emergency situation.

The state's Board of Nursing partnered with the Missouri Department of Health and Senior Services to develop and implement a state-based system for establishing and verifying the qualifications of licensed professionals willing to volunteer during a state of emergency. This system, funded by a federal grant from the U.S. Department of Health and Human Services, is

called the Licensed-Professionals Emergency and Disaster Registry (LEAD-R).

The LEAD-R will serve as an official registry of professionals who are willing to volunteer services whenever the governor or legislature declares a state of emergency. If an emergency situation arises, a query can be run on the new system to identify the appropriate emergency respondents by proximity and credentials.

The Missouri State Board of Nursing is a board within the Department of Economic Development's Division of Professional Registration. The Nursing Board governs and regulates the profession of licensed nurses, sets standards for the approval of nursing schools in Missouri, determines the scope of practice of licensed nurses, and defines who may use the title of registered nurse (RN), advanced practice registered nurse (APRN), licensed practical nurse (LPN) within the State of Missouri. The state has approximately 80,000 licensed RNs, 5,000 APRNs, and 22,000 LPNs functioning in a variety of health care settings.

## MISSOURI ENTERPRISE

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Missouri Enterprise, P.O. Box 1157  
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For phone inquiries call (573) 751-4962

Department Director  
Gregory A. Steinhoff

Communications & Marketing Director  
Paul Sloca

Editor  
Kristi Jamison

Graphic Designer  
Rebecca Hoelscher